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Scott Moskowitz

3rd

Entrepreneur with moxie

Miami/Fort Lauderdale Area | Computer Software

Current Blue Spike, Inc., Wistaria Trading, Inc.

Previous Sony Corporation, Tokyo, Japan

Education University of Pennsylvania



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Contact Info

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De Lano G. Hull 2nd

Office Services Manager at Fox Rothschild ...

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People Also Viewed



Brett Fasullo

Vice President of Sales at Falcon IP/Complete



Randall Garteiser

Partner at Garteiser Honea, P.C.



Stacey Schragar

President at Stacey Schragar & Associates



Jared Goldstein

Student at University of Miami



Michael Gruber

Company Builder, Investor, and Board Member



Tom Paddock

CEO at Sound Research Corporation



Jim Barber

Audio DSP, Software and Product Design



Alice Abatzis Nasi

Senior Counsel at CBS Interactive



Graz Maldonado

Principal at Global Management Company



Kalman Robinson

Adjunct Associate Professor of Biological Science at SUNY College Of Optometry

Background

Summary

A hi-tech Executive fluent in Japanese and experienced in new business creation, sales/marketing, strategic planning, start-ups, import/export and people management and development. Operationally skilled, creative, technically savvy, team oriented senior manager who delivers form and substance (and maybe a few run-on sentences).

Specialties:An open mind.

Intellectual property (particularly, patents & copyrights), new business development & execution, mechanics of standards-setting bodies & licensing efforts, Japanese market & distribution channel strategy, identity & recognition management, hard equity & mortgage lending practice.

Experience

Founder & CEO

Blue Spike, Inc.

November 1997 – Present (15 years 7 months)

The idea for Blue Spike came about while still an undergraduate following his experience at Sony Corporation in Japan. Mr. Moskowitz sought to better define a means for protecting digital media content such as music, video and images. He coined the term "digital watermark" as a means for securely creating "responsibility for digital copies," which led to the writing, filing and receipt of over 70 U.S. and International patents, with several dozen pending. Successfully produced a DoD/SBA "SBIR" submission based on software deployments and public sector communications. Mr. Moskowitz has been active in promoting intellectual property protection and has been an invited speaker at "RSA", "ANSI", "CFP", "ACSAC", "DDMI", Museum of Modern Art ("MOMA"), U.S. Library of Congress, and other forums worldwide. Mr. Moskowitz penned the Introduction to the groundbreaking resource on digital rights management ("DRM"): Multimedia Security Technologies for Digital Rights Management.

▼ 5 recommendations, including:



Cyrus Shaoul

Post-Doctoral Fellow at Universität Tübingen

Scott is one of the smartest people I know. He is usually thinking of things about 5 to 10 years ahead of everybody else. We... View



ERIC ALEXANDRAKIS

Composer/Musician at Minoan Music [...]

Some may not know this, but digital watermarking started with Scott. I met Scott over 10 years ago when he offered to test... View

3 more recommendations

Founder & CEO

Wistaria Trading, Inc.

September 1991 – Present (21 years 9 months)

Sales & marketing consultancy and agent for US and European exports to Japan. Exemplary projects: developer of the "hearts on fire" diamond brand (yes, that "hearts on fire" campaign); agent for US microbrewers successfully creating the 17th largest seller; largest importer of pre-recorded compact discs over 10 mil+ units per year; fishing supplier deployment of Japan-specific direct marketing campaign and in-country sales support; and, initiated Japan-wide expansion of several niche products with specialized distribution channel marketing and direct sales requirements.

Stateside: represented Japanese vendors in negotiations, management and maintenance of US-based partners. Specific market experience available on request.

Apprentice/Intern

Sony Corporation, Tokyo, Japan
June 1990 – August 1990 (3 months)



First undergraduate Intern for Sony Corporation in Japan. Formulated and designed a strategy to enter U.S. high-definition TV market. Created business plan for improving monitor device top & bottom line performance. Needless to say, these plans were the subject of intense scrutiny concerning internationalization and specific target market strategy.

Languages

Japanese

Projects

Jared Dylan - In Panic EP

2010 – Present

<http://www.youtube.com/watch?v=TVz2B8RTG1w&feature=plcp>

<http://www.youtube.com/watch?v=isWYi7iNHQ&feature=context-chv>

► 6 team members, including:



Scott Moskowitz
Entrepreneur with moxie



Jared Goldstein
Student at University of Miami



Jerry D. Goldstein
Attorney At Law



Anthony J. Resta

Skills & Expertise

Most endorsed for...

10	Start-ups	
8	Entrepreneurship	
5	New Business Development	
3	Business Planning	
3	E-commerce	
2	Digital Media	
1	Multimedia	
1	Licensing	
1	Product Development	

How You're Connected



You



Mark Wine



Norton Townsley



Gianna Provenzano

2 more connections can introduce you to someone who knows Scott

[Get introduced](#)

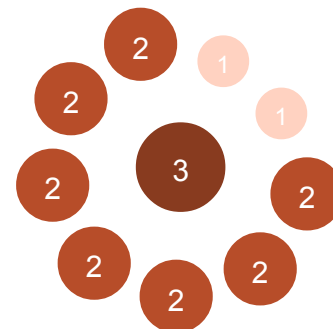


Scott Moskowitz

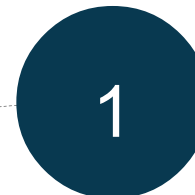
Scott's Network

Company ▾

● Google (3)



In Common with Scott



Skill or Expertise

People You May Know



De Lano G. Hull 2nd
Office Services Manager at Fox Rothschild ...
Connect • 5

1 Strategic Planning

Scott also knows about...

1 Public Speaking

1 Venture Capital

Open Mind

Entrepreneur

Intellectual Property

Writing

Product Management

Product Marketing

Business Strategy

Marketing Strategy

Social Media

Mobile

Research

Online Marketing

SEO

See 11+

Education

University of Pennsylvania

Baccalavrei Artivm, Political Science, Oriental Studies - Japanese
1986 – 1991

University of Pennsylvania - The Wharton School

BSE/BA, Finance, Political Science & Japanese
1986 – 1991

Activities and Societies: [ZBT](#)

International Christian University

1989 – 1990

Obirin College, Machida, Japan

Japanese Business & Society Program
1988 – 1988

Activities and Societies: [Introduction to Japanese Society and homestay.](#)

Additional Info

Interests

[Space & time \(yours & mine\) ... see my photographs on Flickr at >](#)
<http://www.flickr.com/photos/digitalshaman/> ... [become a fan of "Terra the Blue Marble" on Facebook](#)

Advice for Contacting Scott

e-mail is best with some specifics of the reason for your inquiry.

Honors & Awards

Series 7 & 63 (1987)
Mortgage Broker License (FL) (2006-2010)
Mortgage Brokerage Business License (FL) (2009-2010)

Organizations

[Senior Member - IEEE, ACM, SPIE](#)

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Recommendations

Received (5) ▾ Given (4)

Founder & CEO

Blue Spike, Inc.

**Cyrus Shaoul**

Post-Doctoral Fellow at Universität Tübingen

“ Scott is one of the smartest people I know. He is usually thinking of things about 5 to 10 years ahead of everybody else. We used to hang out a lot in Tokyo, and I was always impressed by his motorcycle skills. Rock on, Scott

April 7, 2008, Cyrus was with another company when working with Scott at Blue Spike, Inc.

**ERIC ALEXANDRAKIS**

Composer/Musician at Minoan Music [music for all media]

“ Some may not know this, but digital watermarking started with Scott I met Scott over 10 years ago when he offered to test his new digital watermarking technology on an album I was producing as a graduate student, at the University of Miami. He'd already been extremely successful with his distribution company in Japan, and was now looking to expand on his new great ... more

September 6, 2007, ERIC worked directly with Scott at Blue Spike, Inc.

**Jarret Adams**

V.P., Communications at AREVA

“ Scott is a leading thinker and entrepreneur in the technology field and is dedicated to achieving excellence.

August 1, 2006, Jarret was a consultant or contractor to Scott at Blue Spike, Inc.

**Norman Hurwitz**

President at NJH Financial Corp

“ I know Scott for a number of years and find him to be one of the brightest and most creative people I know.

June 23, 2006, Norman was a consultant or contractor to Scott at Blue Spike, Inc.

**Michael Gruber**

Company Builder, Investor, and Board Member

“ Scott is a passionate entrepreneur and business person with great analytics.

June 23, 2006, Michael worked directly with Scott at Blue Spike, Inc.

Groups

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